

## Message Text

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43

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 PRS-01 /022 W

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R 081102Z JAN 75

FM AMEMBASSY HELSINKI

TO USDOC WASHDC

INFO SECSTATE WASHDC 8188

AMEMBASSY MOSCOW

UNCLAS HELSINKI 0038

USDOC FOR BEWT, MOSCOW FOR BLOW

E.O. 11652: N/A

TAGS: BEXP BTRA FI

SUBJECT: VISIT TO USA OF THOMEKO OY'S PRESIDENT EGON HEITZ

REF: (1) HELSINKI 2037, OCTOBER 8, 1974

(2) HELSINKI 1918, SEPTEMBER 24, 1974 - WTDR THOMEKO OY

1. EGON HEITZ, PRESIDENT OF THOMEKO OY, A SOUND AND REPUTABLE FINNISH TRADING COMPANY (SEE WTDR), WILL VISIT THE CHICAGO AREA JANUARY 21-27. HE DEPARTS HELSINKI JANUARY 13 FOR LONDON. THE EMBASSY HAS ENCOURAGED HIM TO EXTEND HIS TRIP IN THE USA BY A COUPLE DAYS TO INCLUDE CONSULTATION WITH OFFICERS OF THE BUREAU OF EAST WEST TRADE IN WASHINGTON. MR. HEITZ IS VERY INTERESTED IN REPRESENTING US FIRMS IN THE SOVIET MARKET IN FOOD PROCESSING MACHINERY, PACKAGING MATERIAL, PACKAGING MACHINERY, PRICE LABELING MACHINERY, AND THE TOTAL RANGE OF SUPERMARKET EQUIPMENT INCLUDING SHELVES, CASH REGISTERS, SHELVING, FLOORING, ETC.

2. MR. HEITZ WILL VISIT R.C. ALLEN INC. IN GRAND RAPIDS, MICHIGAN (SEE REF 1) TO DISCUSS REPRESENTATION OF THEIR PRODUCTS (ELECTRONIC CASH REGISTERS) IN FINLAND AND THE USSR. THIS RELATIONSHIP AROSE FROM AN AGENT/ DISTRIBUTOR SURVEY CONDUCTED BY THE EMBASSY. HE WILL PROBABLY CONTACT THE CHICAGO DISTRICT OFFICE FOR UNCLASSIFIED

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ASSISTANCE IN ARRANGING CONTACTS IN HIS COMPANY'S

SPECIALIZATION. HE HAS BEEN GIVEN A LIST OF COMMERCE  
FIELD OFFICES.

3. THOMEKO HAS PURCHASED PLASTIC SHEETING FROM THE US  
COMPANY BORDEN AND EXPECTS TO BECOME THEIR FINNISH  
AGENT. BORDEN HAS ASKED THOMEKO ABOUT PROPAK USSR 75,  
A FOOD PROCESSING AND PACKAGING MACHINERY EXPOSITION IN  
MOSCOW, OCTOBER 15-24, 1975. ACCORDING TO A PROMOTION  
LETTER MADE AVAILABLE TO EMBASSY HELSINKI BY THOMEKO,  
THIS EXHIBITION IS SPONSORED BY PROPAK USSR 75, INC.,  
1747 PENNSYLVANIA AVE. NW, WASHINGTON, D.C., CHAIRMAN  
LEIF OXAAL. THE EMBASSY HAS NO INFORMATION ABOUT  
THIS SHOW AND SUGGESTED MR. HEITZ CONTACT BEWT WHEN IN  
THE USA.

4. IF MR. HEITZ EXTENDS HIS TRIP TO WASHINGTON HE WILL  
CONTACT BEWT THROUGH THE OFFICE OF DEPUTY  
ASSISTANT SECRETARY LEWIS BOWDEN. THOMEKO ALSO PLANS,  
VIA ITS RUSSIAN-SPEAKING EXPORT MANAGER BORIS KOMULAINEN,  
TO CONTACT THE US COMMERCIAL OFFICE IN MOSCOW.

5. THE DEPARTMENT OF COMMERCE IS REQUESTED TO ALERT  
THE CHICAGO OFFICE THAT MR. HEITZ MAY SEEK ASSISTANCE  
IN APPOINTMENTS WITH US FIRMS INTERESTED IN DOING  
BUSINESS IN THE SOVIET UNION IN THE PRODUCT LINES  
INDICATED.

6. MR. HEITZ'S FULL ITINERARY, SUBJECT TO CHANGE IF HE VISITS  
WASHINGTON, IS AS FOLLOWS:

JANUARY 13 - DEP. HELSINKI FOR LONDON  
JANUARY 14 - LONDON-MONTREAL  
JANUARY 17 - MONTREAL-TORONTO  
JANUARY 21 - TORONTO-CHICAGO (AC 727 ARR. 18:25)  
JANUARY 21-23 - CHICAGO, HOTEL: WAGON WHEEL LODGE  
JANUARY 23-27 - CHICAGO: THE CONTINENTAL PLAZA HOTEL  
JANUARY 27 - DEP. CHICAGO FOR LONDON VIA TWA 770 AT 19:10  
JANUARY 27 - LONDON-HELSINKI.  
HOUSTON

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Copy:** SINGLE  
**Draft Date:** 08 JAN 1975  
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**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
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**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
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**TAGS:** BEXP, BTRA, FI  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006